



DCEO

Illinois Department of Commerce & Economic Opportunity

Visit www.illinois.gov/dceo

[Why Illinois](#) | [Newsletter](#) | [Incentives](#) | [Locate in Illinois](#) | [Small Biz Assistance](#) | [Regional Assistance](#)

October 2014

Message from the Director

This month Illinois and the Department of Commerce and Economic Opportunity (DCEO) have more job creation, corporate expansions and other great successes to share with you.

Illinois led the Midwest - and was second in the entire nation - in job creation during the month of September. And our unemployment rate dropped more than any other state in the past year.

This week, Governor Quinn announced that Amazon will create more than 1,000 full-time jobs and invest \$75 million in a new Illinois facility; and Cronus Fertilizers chose Illinois, over numerous other sites and states, to locate their new \$1.4 billion fertilizer plant, creating 2,000 union construction jobs and 175 permanent jobs in Tuscola.

Chicago-based Coyote Logistics will expand their headquarters and add 500 full-time jobs; while software developer SpringCM will expand their facilities in Chicago and Elk Grove Village with 500 new jobs. Finally, AAR Corporation is expanding their aircraft service facility in Rockford and also creating 500 jobs.

For small businesses, we have an Illinois Small Business Development Center (SBDC) success story on Herrin-based digital marketing firm, Harness TechEd, and DCEO will receive over \$26 million for Advantage Illinois, our program supporting Illinois' small businesses. For entrepreneurs and startups, the state is investing \$1 million in the new Chicago Innovation Exchange, an innovative business incubator.

Through these efforts and many more, DCEO continues to work hard to create jobs and improve economic growth throughout the state.



In this Issue

Amazon to Invest \$75 Million in New Illinois Facility and Create Over 1,000 Full-Time Jobs

Cronus Fertilizers Selects Illinois over Iowa for \$1.4 Billion Fertilizer Plant and 175 Jobs

Illinois Led Midwest in Job Creation in September; 2nd Best in Nation

Governor Quinn Announces Coyote Logistics Will Expand Illinois HQs, Adding 500 Jobs

Chicago Tech Firm SpringCM Expands in Chicago/Elk Grove Village, Creates 500 New Jobs

Carbondale SBDC Assists Digital Marketing Firm Harness TechEd in Herrin

AAR Corporation Expanding Facility at Rockford Airport and Adding 500 New Jobs

Illinois Awarded Over \$26 Million to Support State's Small Businesses

State Invests \$1 Million at Chicago Innovation Exchange

Stay Connected



Miss last month's newsletter?
Click [here](#) for past issues

This month's highlights include:



Courtesy of Amazon

This week, **Governor Pat Quinn, U.S. Senator Dick Durbin and Amazon.com announced plans to create more than 1,000 full-time jobs and invest \$75 million in Illinois.** Amazon is beginning site selection activities and plans to open its first facility in Illinois next year. Click [here](#) for a video and press release of the announcement.

"Today, Illinois is leading the Midwest in job creation and Amazon will strengthen that growth by delivering 1,000 new jobs to our state," Governor Quinn said. "Illinois' skilled workforce, world-class transportation system and educational institutions are second-to-none. Making the tough decisions is improving our economy and helping us attract new employers, but there's more work to do. Together with great companies like Amazon growing and thriving in Illinois, we'll build on this progress and create even more jobs."

Amazon plans to begin creating new full-time jobs in Illinois starting next year and reaching at least 1,000 jobs in 2017.

"With our top-notch transportation network and skilled workforce, Illinois has much to offer innovative companies seeking to expand their operations, especially those, like Amazon, seeking to better serve their customers in the most populous state in the Midwest," Senator Durbin said.

In addition to competitive wages, full-time Amazon employees are immediately eligible for comprehensive benefits starting on day one including healthcare, 401(k) with 50 percent match, stock, bonuses and a network of support to ensure employees succeed. Amazon also offers innovative programs like Career Choice, where it will pre-pay up to 95 percent of tuition for courses related to in-demand fields, regardless of whether the skills are relevant to a career at Amazon. For more information on careers at Amazon, visit www.amazon.jobs.



Courtesy of Amazon



**CRONUS
CHEMICALS LLC**

Courtesy of Cronus Chemicals, LLC

Also, this week **Governor Quinn joined company officials to announce that Cronus Fertilizers will build a new \$1.4 billion**

fertilizer plant in Illinois. The company will expand its business with a new facility in Tuscola, creating 2,000 union construction jobs and 175 permanent jobs. Click [here](#) for the press release and [video](#) of the announcement.

Cronus selected Illinois after a search process that included 76 sites in nine states, including one in Iowa. Company officials decided on Illinois over a site in Iowa based on Illinois' central location, world-class infrastructure, proximity to natural gas pipelines and a highly trained and motivated workforce.

"We are proud to partner with Cronus as they bring their thriving and innovative business to Tuscola," Governor Quinn said. "Building this new plant here in the heartland will be a big boost for our central Illinois economy, provide a locally made product for our farm industry and create thousands of good-paying jobs."

The new plant will be built on a 235-acre CSX Select Site, a CSX Corporation program that identifies and certifies sites that are ready for development along CSX's rail network. Production in Tuscola will help displace fertilizer products that are currently imported for the U.S. agricultural market.

Cronus will produce high-quality fertilizers for Midwestern farmers, including non-flammable nitrogen-based products, specifically urea and ammonia fertilizers and diesel exhaust fluid, using natural gas as a feedstock. State-of-the-art technology will be used to minimize emissions, maximize safety and meet Illinois' stringent environmental standards.

Cronus Fertilizers is a project of Cronus Chemicals LLC, a company led by industry veterans with decades of experience in the development, manufacturing and marketing of fertilizer products. The Cronus team has successfully developed and operated fertilizer plants and other projects both in the U.S. and internationally.



Courtesy of Cronus



Courtesy of U.S. Bureau of Labor Statistics

This month, **Governor Quinn announced that Illinois led the Midwest - and was second in the nation - in job creation for the month of September. Illinois also had the nation's largest drop in unemployment over the last year.** This latest economic information was released by the U.S. Bureau of Labor Statistics. Click [here](#) for the press release.

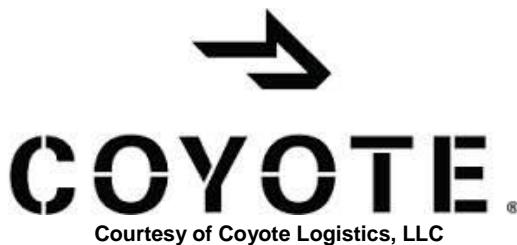
In September, Illinois' unemployment rate dropped for the seventh consecutive month, from 6.7 to 6.6 percent, the lowest level since June 2008 and down from 11.4 percent at the peak of the recession.



"Today's news shows that the Illinois economy is making a comeback," Governor Quinn said. "We are making the tough decisions necessary to drive economic growth and the labor

statistics show that Illinois is moving in the right direction."

In the last two months, Illinois employers have created more than 40,000 jobs; and more than 300,000 jobs since the nation's economic recovery began.



In October, **Chicago-based transportation and logistics provider, Coyote Logistics, announced expansion plans for its headquarters and creating 500 full-time jobs**. The company will add sales, operations, and other IT-related jobs, while continuing to build out their office space investing \$4 million in capital improvements. Click [here](#) for a video and press release.

"Illinois' comeback continues, and we are proud to be home to one of the most innovative and fastest growing logistics companies in America," Governor Quinn said. "Coyote Logistics is adding to our momentum, creating jobs and driving our economy further forward."

With reported revenues over \$1 billion in 2013, Coyote currently employs nearly 2,000 full-time employees nationwide, including 1,000 people at its Chicago headquarters. In 2013, Coyote hired 408 new employees, including 175 in Chicago, and expects to hire 500 additional workers within the next three years.

"One of the most significant advantages to Coyote being headquartered in Chicago is it has made it incredibly easy to hire from a pool of highly-skilled workers," Coyote Logistics CEO Jeff Silver said. "We hire employees from across North America who want to live and work in Illinois. We are excited to expand in the Logan Square neighborhood of Chicago - it's a great place to live and do business."

Coyote was founded in 2006 and is one of the most innovative, fastest-growing third-party logistics service providers in North America. The company uses technology to make over-the-road shipping more efficient for shippers, haulers and receivers. To apply for a job with Coyote Logistics, please visit coyote.com/careers.



Courtesy of Coyote Logistics

springcm

Courtesy of SpringCM

Governor Quinn announced that software development company, SpringCM, will expand their facilities in Chicago and Elk Grove Village and hire 500 more people within five years.

Click [here](#) for a video and press release.

"SpringCM is a great example of our growing tech and entrepreneurial industries that are creating jobs across Illinois and helping to fuel our economic comeback," Governor Quinn said. "As we continue to create jobs in communities across the state, we have seen good news for our economy but there is more work to be done."

The company is adding jobs in product development, sales and marketing and enlarging its space using \$8 million in private investment this year. It projects growth of more than 50 percent annually for the next several years.

Since 2006, SpringCM has grown by more than 30 percent annually. Earlier this year, its investors put an additional \$18 million into the company, including \$8 million for its expansion plans. They expect to double their Chicago headquarters space to 42,000 square feet. SpringCM currently employs more than 90 people at their two locations and has more than 400 customers, including large companies and the U.S. Department of Energy.



Courtesy of SpringCM



Courtesy of Harness TechEd

The **Illinois Small Business Development Center (SBDC) in Carbondale highlighted Harness TechED as one of their recent success stories.** Click [here](#) for the article, and click [here](#) for a YouTube video on this company and other success videos.

Tom Harness (pictured on right) is the founder of Harness TechEd, a digital marketing company in Herrin that helps businesses create a brand and voice through social media and email marketing as well as through WordPress and search engine optimization.

He credits the Illinois SBDC at Southern Illinois University Carbondale with helping him take an idea and create a thriving business. Tom combined hard work with the right tools and



Courtesy of Harness TechED and SIU Carbondale

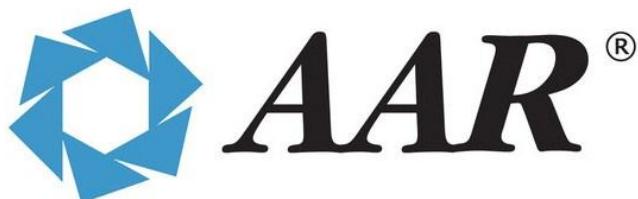
resources and personalized assistance to create a successful business in a field that was initially outside his background.

"The SBDC developed that entrepreneurialism in me and gave me the strength to kind of jump off of the ledge and try something outside of my comfort zone," Harness said.

After developing his initial idea and working with the SBDC, his business model evolved as he realized businesses in the region needed marketing services. Harness TechEd now employs three people and has 30 clients, something Harness never thought possible. He is proud of his business and its success but cognizant of what is involved.

"The SBDC staff give you a different perspective and I think that is important," he said. "Our relationship is never-ending. They are here to help at any stage of business development or change. As I look forward to the future, I look forward to being able to have the resources available through the SBDC."

For more information on Illinois' Small Business Development Centers, please click [here](#).



Courtesy of AAR Corporation

Governor Quinn joined company and local officials in Rockford to break ground on a new maintenance and repair hangar for global aircraft service leader, AAR Corporation, at Rockford International Airport. The new facility will create up to 500 new jobs over five years. Click [here](#) for the press release.

"This new major aerospace facility will expand Rockford International Airport's services and boost Rockford's growing manufacturing base," Governor Quinn said. "We welcome this new AAR facility and the hundreds of jobs it will bring to Illinois."

The 200,000 square-foot maintenance, repair and overhaul facility is expected to operate 24 hours a day and service next-generation aircraft. The facility will expand the airport's current infrastructure to allow for scheduled and unscheduled service, modification, overhaul and all other support services for military and commercial Boeing aircraft. The hangar will be located in the mid-field area of the airport and is slated to open in spring 2016.

AAR chose Rockford for its central location, cost effectiveness, specially-trained workforce, regional supply chain and warehouse and distribution network. The Rockford region is a prominent hub of aerospace activity and aviation manufacturing in the country,



Courtesy of AAR Corporation

boasting more than 200 industry specific companies.

Rockford also is home to a critical mass of tier-one aerospace suppliers including Boeing, Woodward, UTC Aerospace Systems and GE Aviation. The region's rate of manufacturing employment is twice the national average, with more than 80 percent of Illinois' aerospace workforce located in the Rockford area.

AAR is a global aerospace and defense contractor that employs more than 6,000 people in 17 countries. Based in Wood Dale, AAR supports commercial, government and defense customers through two operating segments: Aviation Services and Technology Products. More information can be found at www.aarcorp.com.



Courtesy of DCEO

In October, **the U.S. Treasury Department awarded \$26.64 million to Illinois to expand the state's efforts to support small businesses and economic development.** Click [here](#) for the press release.

Funds are through the federal State Small Business Credit Initiative (SSBCI). Illinois ranks fourth among states in overall SSBCI funding allocation. The state handles the funds through its **Advantage Illinois program**, operated by DCEO, which provides low-interest loans together with financing from local lenders. The program has approved loans totaling \$53.4 million during almost three years of operation and so far none are in default.

"Illinois' small businesses are the cornerstone of our economic comeback," Governor Quinn said. "This award will provide access to capital for small business owners across our state who are helping to drive our economy and put more people back to work."

Companies that have received Advantage Illinois loans include:

- Vosges Holdings Inc., Chicago
- Rockford Process Control Inc., Rockford
- DKB Partners Inc., O'Fallon
- Cortina Tool and Molding Co., Franklin Park
- Compact Industries Inc., St. Charles

For more information on the state's Advantage Illinois program, please click [here](#).



Courtesy of U.S. Treasury

CHICAGO INNOVATION EXCHANGE



AT THE UNIVERSITY OF CHICAGO
Courtesy of The University of Chicago

Governor Quinn announced the state's investment in the new Chicago Innovation Exchange, an innovative business

incubator for entrepreneurs. The state's partnership will provide resources for University of Chicago faculty and students and local entrepreneurs as they turn discoveries and ideas into startups. Click [here](#) for a video and press release.

"Our technology and innovation sectors are helping us grow and create new businesses and jobs across Illinois," Governor Quinn said. "This investment will pay dividends for our state by giving students, faculty and local community entrepreneurs the opportunity to grow in Illinois."

The Chicago Innovation Exchange will house a business incubator and an array of programming for entrepreneurs, including workshops and speakers; and is part of a larger strategy to position the state of Illinois, City of Chicago, and the South Side as a global destination for discovery, innovation and entrepreneurial activity.

The Exchange is expected to support the creation and launch of many companies that will go on to create and retain jobs in Illinois. These companies will create products that address local and global problems in the areas of life sciences, water, energy storage, high-powered computing and more.

When complete, the Chicago Innovation Exchange campus will have room for more than 300 innovators, including 20-30 companies in the incubator space. In addition, the Exchange will feature participation from partners such as the Argonne National Laboratory, Fermi National Laboratory and the Urban Education Institute. Corporate partners include JPMorgan Chase, Samsung and Cisco Systems.

To watch a video of the grand opening announcement click [here](#).

For more information on the Chicago Innovation Exchange, visit innovation.uchicago.edu/page/chicago-innovation-exchange.



Courtesy of The
University of Chicago

Please pass this newsletter along, and be sure to connect with us on social media for up-to-the-minute announcements on programs, events and items of interest for businesses and job seekers across the state.

We know that Illinois is a great place to live and work, which is why millions of people call it home. With your help, we will make it even



better.

Sincerely,

Adam Pollet, DCEO Director



A handwritten signature of Adam Pollet in black ink, placed over the seal.

State of Illinois
Department of Commerce and Economic Opportunity



Locate Your
Business in Illinois



Programs
& Services



Events

Subscribe to our monthly newsletter | Visit www.illinois.gov/dceo

Follow us:

Illinois Department of Commerce & Economic Opportunity
500 East Monroe | Springfield, IL 62701
100 W. Randolph | Chicago, IL 60601
Springfield: 217.782.7500 | Chicago: 312.814.7179
If you have comments or questions, please click [here](#)
www.illinois.gov/dceo

Copyright © 2014 Illinois Department of Commerce & Economic Opportunity. All rights reserved.